

Driving collaboration & innovation between NRENs

Collaboration in ICT Procurement

Koos Kruithof (SURF)

Garvan McFeeley (HEAnet)

Session – Joining Forces

08/06/2023

Introduction

- Who?
- Why?
- What?
- How?
- Results achieved

Team Procurement, contracting & compliance - SURF

- Deliver lawful, time and money saving procurement and contracting projects
- 30 FTE managing >125 contracts
 - Procurement specialists
 - Legal counsels
 - Contract management
 - Licensedesk
- Release of new service and team: Vendor Compliancy Services (DPA, DPIA, DTIA)
- Combined procurement routes for member institutions:
 - European tenders; framework agreements
 - European tenders; Dynamic Purchasing Systems
 - Model Contracts
- Work with GÉANT in GN5-1
- Online webshop B2B: SURFmarket, online webshop & B2C (teachers & learners): SURFspot

Brokerage Team - HEAnet

- 6 people
- Save clients time, effort and money
- Manage key agreements
- Create procurement routes for clients
 - Frameworks
 - DPS
 - Run mini-competitions under Irish Office of Government Procurement (OGP) frameworks
- Work with GÉANT in GN5-1
 - Operating 2020 IaaS+ Frameworks
 - 2024 IaaS+ procurement
- Run workshops, webinars and training for clients
- Online store - store.heanet.ie

What...

Activity/Competency	HEAnet	SURF
Usually act as prime (framework) contractor	No	Yes
Hardware procurement (server, desktop, laptop, etc.)	Yes	No
Use dynamic purchasing systems (DPS)	Yes	Yes
Use Framework procurements	Yes	Yes
Procurement as a service for member institutions	Yes	Yes
Use Central Government Agency Frameworks	Yes	No

Local Procurement Environment

Netherlands	Ireland
Codified Legal System	Common Law System
Local flavour added to the EU directive	No material changes to the EU directive

Netherlands and Ireland

- Small countries
- Need to be more agile than our larger neighbours
- Many similarities

Netherlands and Ireland



Photo: Jed Niezgoda.

Netherlands and Ireland



Talented Musicians

- Eurovision Wins
 - Netherlands x 5
 - Ireland x 7



Why...

- Fun: out of daily routine (cultural similarities and differences)
- Our institutions benefit from it; more results shorter time
- Skillsets that are complementary
 - SURF; legal, privacy, big tech management, software licensing.
 - HEAnet; hardware procurement, procurement automation, software licensing
- Resource sharing
- Knowledge sharing
- Small + small = good negotiation impact (from national to EMEA level)
- Creative out of the organization ideas
- EU procurement rules facilitate transnational collaboration

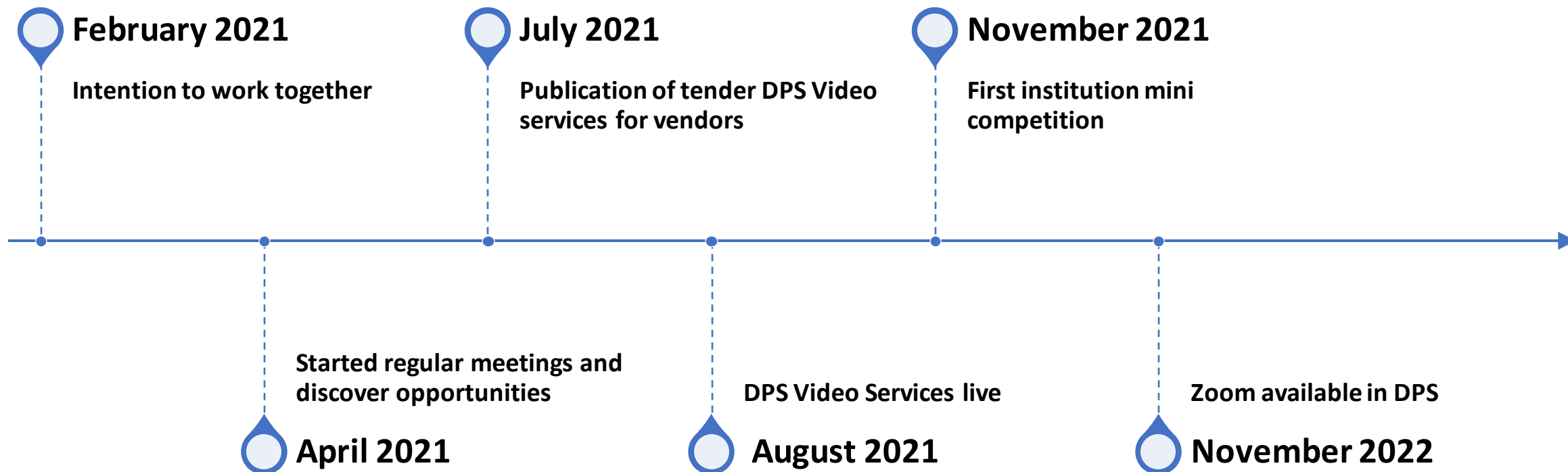
What...

- Sharing knowledge
- Creating procurement routes
 - Dynamic Purchasing Systems (DPS)
 - Framework tenders
- Managing the operation of the procurement routes

How...

- Identify procurement themes
- Compare procurement plans and timelines
- Identify opportunities
- Make plans
- Execute the procurements
- Manage the operation of the procurement outcomes
- Regular meetings

Success story: building DPS for Video Services



Example Project

Joint procurement - Dynamic Purchasing System (DPS) for video services:

- SURF started a traditional video services procurement without success in 2020
- Share knowledge and work together: collaboration and diversity brings creativity
- EU procurement procedure operational within months
- Flexibility in participants and vendors (and their offering)
- 21 vendors offering Video Content Management Systems (VCMS), Lecture Capture, Video Collaboration and related services
- International impact on vendors instead of national (Zoom)

Better outcomes by working together

How to start?

- Start simple - babysteps
- Pick a project and go for it
- Legal framework with flexibility for both countries/licensees
- Call off contract – under local law
- Schedule time on a regular basis together
 - To work on the project
 - To discuss other local projects
 - To share knowledge
 - Maintain the human connection

Summary

- Find a friendly NREN
- Start simple
- Regular meetings
- Share knowledge
- Achieve more together
- Have fun

Thank you
Any questions?

koos.kruithof@surf.nl

garvan.mcfeeley@heanet.ie

